

## Message Text

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PAGE 01 JOHANN 01357 271343Z  
ACTION EB-07

INFO OCT-01 AF-10 ISO-00 /018 W  
-----280624Z 080971 /23

R 270922Z MAY 77  
FM AMCONSUL JOHANNESBURG  
TO SECSTATE WASHDC 6120  
INFO AMEMBASSY PRETORIA  
AMCONSUL CAPE TOWN

UNCLAS JOHANNESBURG 1357

CAPE TOWN ALSO FOR EMBASSY

E.O. 11652: N/A  
TAGS: ETRA, BEXP, SF  
SUBJECT: COMMERCIAL PROGRAM: 1977 POW POW IN ST. LOUIS

REF: A) USDOC 06561, B) JOHANNESBURG 0862, C) JOHANNESBURG 1078,  
D) USDOC 08875

1. AS INSTRUCTED IN REFTEL ONE, CONGEN OFFICER PARTICIPATED IN SELECTION COMMITTEE MEETING FOR 1977 POW WOW. WHILE NOMINEES NOW IN PROCESS OF BEING CONTACTED, CONGEN OFFICER ( AS OFFICIAL REPRESENTATIVE AT MEETING) WAS REQUESTED TO RELAY COMMENTS FROM COMMITTEE CHAIRMAN AND MEMBERS CONCERNING SELECTION PROGRAM, CAB WAIVER AND OTHER MATTERS RELATED TO 1977 POW WOW, PREVIOUS POW WOS, AND FUTURE PLANNING FOR SUCH IMPORTANT EVENTS.

2. THERE IS SERIOUS SHORTCOMING IN SYSTEM WHEREBY DISCOVER AMERICAN INTERNATIONAL POW WOW INSTRUCTIONS ARE SENT TO CHAIRMAN AND MEMBERS OF SELECTION COMMITTEES. PARTICULARLY AT OFFICES SO FAR AWAY. 1977 INSTRUCTIONS, FOR EXAMPLE, WERE DATED MARCH 28, 1977 AND SENT ORDINARY MAIL FROM US TRAVEL SERVICE TO J.B. AHLEFELD, DIRECTOR, PAN AMERICAN WORLD AIRWAYS, 29A LOVEDAY STREET, REP. OF SOUTH AFRICA. VON AHLEFELD IS COMMITTEE CHAIRMAN. ENVELOPE WAS RECEIVED BY PAN AM ON MAY 23, 1977. COVER BEING RETURNED FOR INFO OF USTS. PROBLEM IS THAT INSTRUCTIONS

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WERE RECEIVED MORE THAN THIRTY DAYS AFTER THE FIRST DEADLINE LAID DOWN IN THE INSTRUCTIONS; MOREOVER, THERE IS NO WAY NOMINEE'S FORMS CAN BE RETURNED TO POW WOW MANAGEMENT FOR APPROVAL WITHIN STIPULATYZHNE. AND SO ON.

3) COMMITTEE CHAIRMAN AND MEMBERS FULLY CONVERSANT WITH STANDING GAB REQUIREMENTS WITH RESPECT TO WAIVER FOR TRANSPORTATION PROVIDED TO OVERSEAS NOMINEES. HOWEVER, THEY

SUGGEST THAT APPROPRIATE AUTHORITIES IN U.S. BE INFORMED THAT IT IS UNREASONABLE TO EXPECT NOMINEES NOT TO BE DOING BUSINESS TO OR FROM ATTENDANCE AT THE POW WO. THAT IS EITHER EN-ROUTE TO US OR EN ROUTE BACK FROM US OR WHILE IN US. THEY NOTE, FOR EXAMPLE, THAT IT IS TOO COSTLY TO DETACH A SENIOR OFFICER FROM A FIRM WHO IS AUTHORISED AND QUALIFIED TO NEGOTIATE CONTRACTS TO BUY SERVICES FROM US POW WOW ATTENDEES AND NOT EXPECT HIM TO DO LIKEWISE EITHER ELSEWHERE IN THE US OR TO OR FROM THE US. FYI, INITIAL CONTACTS BY COMMITTEE CHAIRMAN TO FIRST RANK NOMINEES HAVE ALREADY ELICITED " THANKS BUT NO THANKS" BECAUSE OF THE TIME AND ROUTING RESTRICTIONS ON TICKETS. IN A WORD, THE SENSE OF THE COMMITTEE WAS THAT THEY UNDERSTAND THE RATIONALE FOR THE CAB RESTRICTIONS ON WAIVERS FOR NOMINEES BUT THAT THE US AUTHORITIES SHOULD BE MADE AWARE OF THE FACT THAT THERE WILL BE INCREASINGLY FEW QUALIFIED AND AUTHORISED ATTENDEES FROM DISTANT POINTS AND A LARGER ATTENDANCE BY MARGINAL TRAVEL AGENTS WHO WANT A "FREEBEE" TRIP WHICH IS PRECISELY NOT WHAT THE US POW WOW ORGANIZERS WANT.

4. THE COMMITTEE ASKED THAT THESE POINTS BE PRESENTED IN THE SPIRIT OF BEING HELPFUL AND NOT AS CARPING CRITICISMS SINCE THEY SEE THE POW WOW AS SERIOUS BUSINESS. IN THIS CONNECTION, THEY SUGGEST THAT USTS AND FUTURE POW WOW ORGANIZERS CALL IN A SELECTED NUMBER OF PROFESSIONAL WHOLESALERS FROM ABROAD TO PARTICIPATE IN ADVANCE PLANNING FOR POW WOWS. THEY SUGGEST THAT SUCH PLANNING SESSIONS SHOULD CONFIRM MUCH OF THE FOREGOING AND PERHAPS OBVIATE PROBLEMS.

5) COMMENTS FROM THE 1977 POW WOW ORGANIZERS THAT MAY APPROPRIATELY BE RELAYED TO THE COMMITTEE WILL BE

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APPRECIATED. KIRBY

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## Message Attributes

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